

Appendix D - Industry Contacts

This appendix identifies the Study Team's key contacts at the ten participating company sites. The site sponsor provided/obtained initial clearance for the company's participation in the study. The facilitators assisted the project team in identifying the contracts which would provide the basis for the site survey, arranging the interviews, and providing liaison to the company's senior management. This study could not have been completed without the generous assistance of the individuals identified here.

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Company Site	Site Sponsor	Facilitator
Allied Signal Aerospace	Guy Renfro Director of Contract	Ken Blood Richard Szabla
Boeing McDonnell Aircraft & Missile Systems	Roger Witte Vice President Contracts	Ed Will
General Dynamics	Don Pihl Vice President Business Acquisition	William Dittmer
Hughes Missile Systems	David Stone Director of Contracts	Bob Bedell
Lockheed Martin	James Borders Director of Contracts Electronics & Missiles Scott Cunningham Director of Contracts (LMIS)	Ed Hull (E&M) Mark Wall (LMIS)
Motorola STSG	Martin O'Sullivan Vice President and Director of Business Process Management	Jim Muehleisen John Sentz
Northrop Grumman ESSD	Larry Blair Director of Contracts	Larry Blair
Rockwell Collins CACD	R. M. Chiusano Vice President and General Manager	Terry Emanuel Dave McCormick
Textron Bell Helicopter	Dan McCrary Vice President U.S. Contracts & Logistics	W. T. Wilson
UNC Aviation Services	John Moellering President	Andrea White